

Message Text

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PAGE 01 JIDDA 00480 221046Z

12

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 SS-15 NSC-05 DODE-00 AID-05

CIAE-00 FRB-03 INR-07 NSAE-00 USIA-06 XMB-02 OPIC-03

SP-02 CIEP-01 LAB-04 SIL-01 OMB-01 /073 W

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FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 3437

INFO USDOC WASHDC

TREASURY DEPARTMENT

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TREASURY FOR PARSKY

E.O. 11652: N/A

TAGS: EFIN, ECRE, SA, US

SUBJECT: PROPOSED VISIT TO DISCUSS SURETY BONDS VS PERFORMANCE
GUARANTEES

REF (A) STATE 013709, (B) STATE 013515

1. INTERIM REPLY: EMBASSY WELCOMES VISIT BY EXPERT INDUSTRY/GOVERNMENT

TEAM FOR DISCUSSIONS WITH SAG CONCERNING IMPEDIMENT TO US COMPANIES
PRESENTED BY PERFORMANCE GUARANTEE REQUIREMENTS IN CONTRACTING FOR
SAUDI PROJECTS.

2. EMBASSY SEEKING SAG CONCURRENCE WITH TEAM VISIT AND WILL REPORT
ASAP. BELIEVE TEAM SHOULD PROCEED WITH TRIP PLANNING (NAMES,
FLIGHT SCHEDULES, DATES, ETC) SO EMBASSY CAN PIN DOWN HOTEL
SPACE OR ARRANGE OTHER LODGING. EXTREMELY DIFFICULT "GUARANTEE"
RESERVATIONS. WOULD TEAM PLAN ON FIVE WORKING DAYS (FEB 14-18
INCLUSIVE)?

3. DEPARTMENT MAY WISH TO CONTACT J.A. JONES CONSTRUCTION CO.,
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PAGE 02 JIDDA 00480 221046Z

ONE EXECUTIVE PARK SOUTH CHARLOTTE, NORTH CAROLINA ZIP

28231, TELEPHONE (704) (364-6280) WHICH IS BRINGING IMPORTANT BANKING MISSION TO SAUDI ARABIA AT ABOUT SAME TIME IN PRIVATE ENDEAVOR TO ADDRESS PERFORMANCE GUARANTEE PROBLEM AND OTHER ASPECTS OF CONTRACTING FOR SAG PROJECTS. JONES GROUP WILL ASSEMBLE AT NEW YORK FEB 10 AND FIRST WORKING DAY SAUDI ARABIA SCHEDULED FOR FEB 13 (SEE DANIELS-DICKMAN LETTER).

4. TEAM SHOOULD ALSO INCLUDE DISCUSSIONS WITH PLANNING, COMMUNICATIONS,

AND PUBLIC WORKS MINISTRIES AS WELL AS SALINE WATER CONVERSION CORPORATION.

5. ECON COUNSELOR DANIELS WILL COORDINATE VISIT.
PORTER

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Message Attributes

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